

Want Ads.,
Agriculture,
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The Times



Dispatch

Financial,
Manufacturing,
Real Estate

THE TIMES FOUNDED 1880.
THE DISPATCH FOUNDED 1880.

RICHMOND, VA., SUNDAY, JULY 20, 1913.

PRICE FIVE CENTS.

REAL ESTATE AND BUILDING NEWS

Midsummer Dullness Is
Slowly Passing By.
Better Feeling.

BIG BON AIR DEAL; OTTERBURN SOLD

West Broad Street Dirt Goes for
\$375 Per—Stores to Be Erected.
Big Sale in Forest Hill.
Some Activity in
the Charming
Suburbs.

As compared with any week in the spring or winter of fall seasons passed by, last week was a dull one in the real estate realm, as all of the midsummer weeks might be expected to be, but all of the agents note a decided improvement in the very air as compared with three or four recent weeks. The rift in the cloud of midsummer dullness is widening perceptibly. This does not mean that any rushing business was done last week, but it does mean that the financial situation is growing daily more favorable to real estate investment and to speculation, even, that there is more inquiry, that there is a stronger feeling generally and that the volume of actual sales has been greater than for several weeks past.

It is true that nearly all of the sales were on the smaller order, the kind that the agents do not like to report in detail, because of the small amounts of money involved, but it is also true that the aggregate footed up something worth talking about. The larger sales transactions were some that have been hanging on the string for several weeks, and have already been at least hinted at in this column, but they reached final consummation only last week.

South of the Raging James.

Among these was the sale of twenty-five acres on the south side of the river in the Forest Hill region. W. H. Wyatt, Jr., and George E. Wise bought of James P. Bradley the twenty-five acres of beautiful bluff land overlooking the raging James and just opposite the property of James Dooley. It is understood the purchasers paid \$400 per acre for the ground. Just what they propose to do with the beautiful bluffs in the way of development doth not yet appear, but they evidently have something up their sleeves.

Another big suburban deal and one that was hinted at in this column a week ago, was pulled off by Golsan & Nash. This firm sold the 400 acres of Robert Kirk near Bon Air, in Chesterfield County, to the Greater Bon Air Realty Corporation, a real estate concern that was recently chartered by the State Corporation Commission. The property is a magnificent farm and residence on the outskirts of the village of Bon Air, formerly owned by W. S. Forbes. The price obtained for Mr. Kirk was \$25,000. It is understood that the Greater Bon Air Realty Corporation is an association that is closely affiliated with the Urban Development Company, of which E. Winston is the president, and which owns some 500 acres of the Bon Air properties.

Thus the combination now controls 1,600 acres of this splendid suburban property, and there are all kinds of rumors as to future developments. The interested parties are very reticent as to their intentions, and the work that is on ahead. It is understood, however, that their first work will be the securing of better transportation facilities, by the steam line or new electric line, and the work of making Bon Air Richmond's loveliest suburb will be commenced in dead earnest.

Otterburn Springs Change Hands.

Another out of town transaction of considerable dimensions and which was also hinted about last week, was pulled off by that enterprising firm of Gibbons & Nuckolls. These gentlemen sold the Otterburn Springs property, in Amelia County, thirty odd miles from Richmond to Oscar Levy and A. Link for \$25,000 cash. It is believed to be the intention of the purchasers to further develop the property and make it, what nature seems to have intended it to be, a most popular summer resort. They are negotiating with a manager to open the place for guests even this summer, and it is more than probable that the opening will be announced in a few days. Gibbons & Nuckolls also made the largest city sale of property that turned up last week. They sold the five stores at the southeast corner of Second and Marshall Streets for \$50,000. For reasons best known to themselves they withheld the names of the purchasers. They also sold a lot in Forest Hill and a small farm out on the Broad Street Road.

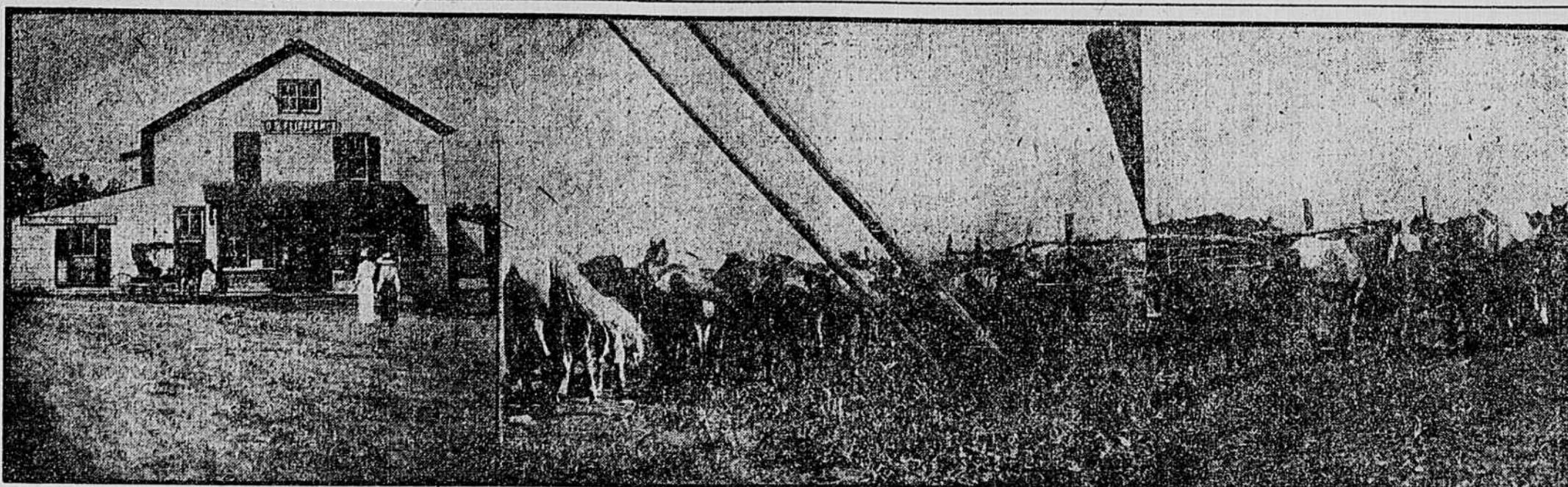
Broad Street in Limelight.

Amos & Company closed up a big sale that they have had on the string for several weeks. It comprised 100 feet on West Colonial Road, between Allan Avenue and Meadow Street, S. T. Beveridge and E. L. Frost were the purchasers, and the price they paid was \$75 per front foot. The new owners of this valuable property announced that they propose to erect at once five stores on the ground, they have bought. Amos & Co. also report the sale of \$15,000 worth of West End suburban property, and several other small sales, making their grand total run up to something like \$60,000.

The week's transactions show that there was something better doing in the suburbs. Golsan & Nash sold \$4,500 worth of lots in Washington Terrace, and various agents told of good sales in Glinter Park, Highland Park and the new addition thereto, Barton Heights, Battery Court, Norwood and Westmont. Everywhere there is marked improvement in business so far as the suburbs are concerned.

Recent sales by Moorefield & Blake foot up \$25,700, including vacant lots on the Boulevard and residential property in Lee District and Church Hill.

SCENES IN AGRICULTURAL CUMBERLAND COUNTY



STREET SCENE IN ANCIENT VILLAGE OF CUMBERLAND.

BROOD MARES ON PONY FARM NEAR CARTERSVILLE.



TWENTIETH CENTURY HOME AT CUMBERLAND COURTHOUSE.

HAMILTON HIGH SCHOOL, IN CUMBERLAND COUNTY.



STORE OF FARMERS' CO-OPERATIVE EXCHANGE AT WHITEVILLE.

FLOURING MILL RUN BY GASOLENE, ONLY ONE IN EXISTENCE.

VIEWS AND NEAR VIEWS; HINTS AND SUGGESTIONS

BY FRANK S. WOODSON,
Industrial Editor.

This column is open to contributors who have something to say of a suggestive nature, and who are willing to make hints and suggestions looking to the better development of the good old States of Virginia, West Virginia and North Carolina, and who can hold their suggestions down in any one issue to from 150 to 200 words. Such communications, addressed to the Industrial Editor, will receive prompt attention!

Prophecy as to Frost.

The prophetic little katydid sang its first song one night last week, Monday the 14th, to be exact. There is an old Virginia tradition of superstition that a killing frost will come exactly ninety days after the first notes have been sounded by the katydid. According to this weather prophecy, and there are those who believe it, the katydid knows more about coming weather conditions than all of Uncle Sam's bureaus, frost may be looked for on the night of October 12, that is to say, the first damaging frost will show up, or show down as the case may be on that night. It will be interesting to keep tab this year on the little insect prophet.

Crops vs. Politicians.

The Manufacturers' Record says a sight in the following paragraph taken from its columns:

"Magnificent crop prospects throughout the larger part of the South will materially help to overcome the load which the politicians are trying to lay around that section's business life. But what marvelous prosperity this section would enjoy if no millstones were being tied around its neck!"

Hog and Hominy Doctrine.

Corn has had a setback in Nebraska, and the outlook for this year's crop is not the best in the world. A few years ago, Nebraska farmers banked entirely on corn, just as some Virginia farmers used to confine their efforts entirely to tobacco. The Nebraskans have abandoned the one-crop idea, and are now diversifying their crops, referring to the shortness of this year's corn crop, since as follows:

"There are Nebraska farmers to-day whose next winter's cow feed is in the stack, whose wheat is in the shock or bin, and who haven't a thing to worry over these dusty days except some shortening of the pasture and radish supply. If corn were still the whole thing in Nebraska there would be some heat prostrations due to crop worry. There is still corn enough to worry about if people insist on worrying, but Nebraska can keep up its

weight and pay its bills on other crops if corn fails."

While the tobacco and the peanut and the cotton and other strictly money crops are all good in Virginia this year, the growers of the same are all the better off for having made hay and wheat and corn and potatoes and "rich like."

Hint to Fruit Growers.

The Amherst Progress reads a short lecture to the fruit growers of its ballad, which contains a good hint to orchardists of some other ballad. The Progress says:

"In offering peaches to the local market do not make the common mistake of shipping the best fruit and offering your neighbors near home the culls. This is discrimination that is sure to injure your business. The home market is the one you should enter to; it is where you wish to encourage eating more fruit and in demanding good fruit."

"Then it is a mistake also to take peaches, plums, grapes and other perishable fruits to market in buckets, tubs, barrels, etc. The consumer will get the idea where this is done that your fruits are culls, over-ripe or otherwise unfit for shipping."

What is Richmond Doing.

The following, signed "A Richmonder," is suggestive, to say the least of it: "It is said that half the world does not know how the other half lives. Whether this be true or not, I am quite sure that half of the people of Richmond are ignorant or comparatively ignorant of what Greater Richmond is doing in industrial and commercial ways. The half who do not know all the big things Richmond is doing are not naturally kickers and knockers, but through their very ignorance they become such. Not knowing what all of Richmond is doing they are prone to think it is doing much less than it is, and they do not hesitate to say so, and thus they become knockers, or anything but boosters, without really intending to do any knocking. I am sure that if every

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AS NEWCOMERS FIND OLD VIRGINIA

They Are Writing Back to Home
Folks of Other Days
About Things.

A LESSON TO VIRGINIA FOLKS

Some Things That Westerners
Found Cropping Out of Old
Dominion Lands.

The Southern Railway Company has just gotten out an attractive issue of the Southern Field, in which is displayed at length the wonderful resources of Virginia fields and forests. In addition to this, considerable space is given Richmond manufacturing enterprises of different kinds.

The Field prints a number of letters from farmers who have recently come to Virginia from other States, and without exception they are not only satisfied, but prosperous and happy in their new surroundings.

These letters may be well utilized by those who believe in "boosting" their home State when opportunity affords.

"Mr. Howard Henderson," the Field says, "who was a traveling salesman for twenty-five years, living at Huntington, Ind., came to Amherst, Va., in 1911 and bought forty-five acres of land on the outskirts of that place, on the main road, for \$50 per acre. He made several trips into different portions of the country, but could find nothing that suited him. People from his home State recommended the country in the vicinity of Amherst. He spent several months in personal and other investigations before making his purchase. At the time it was thought by many of the people that the price paid for the farm was exorbitant, but in a very short time after he had bought the place he was offered an increase of \$25 per acre. Mr. Henderson never farmed in his life, but he immediately set to work straightening matters up around the buildings, repairing weak places, painting and putting down good, reliable fences surrounding his farm and cutting the place up into fields suitable for his work."

"The farm is well watered, but at the time that he bought the place the banks of the little stream were one mass of brush, and the channel was filled up to such an extent that every

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HENRICO GIRLS IN POULTRY BUSINESS

Or They May Be, If They Will
Heed Very Good
Advice.

Views of Demonstrator

So Near to Market, Chickens and
Eggs Will Outpay Com-
mercial Positions.

BY J. C. HUNTER,
Farm Demonstration Agent for Henrico
County.

This article is intended for beginners in the poultry-raising business, and I would like to say that for country girls who wish to be employed, to be independent, and make money for themselves, as well as assist in the maintenance of the home, there is no industry arer to bring in an income, none more interesting and likely to keep a girl satisfied at home, and certainly none more wholesome or conducive to good health.

I have known boys make a success of this, have started many at it; but women and girls are naturally better suited for the work, being careful and attentive to all the finer details, and this business is made up altogether of detail work.

There need be no "drudgery," so often attributed to all farm work, necessarily connected with this business. I have known, and know to-day, ladies who manage poultry plants of their own, who are proud to tell any one of their management, their profits and their bank accounts. I knew a highly educated lady who had managed a flock of 200 or 300 white leghorns at her home very successfully to help her brother, who was running the farm. Thinking to make more money, she applied for and was given a responsible position at literary work in one of the large cities. A few years later I was shown a letter from her to a friend at home, advising that friend to stay at home, and adding: "Oh, how I wish I could be home among my chickens and berries just now. Fifty dollars of egg money was worth more to me than the \$100 I get a month now, it would buy more of what we need in the country, and all food so much better, everything so wholesome and fresh and good."

I have asked many country girls

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DEMONSTRATION IN PRINCE EDWARD

Also in Halifax County—Meth-
ods of the County Agents
and Why.

GOOD TO BEGIN WITH BOYS

Alfalfa and Other Grasses
Coming to Front—Cattle
and Dairy Farms.

The county demonstration agents are continuing to take advantage of the invitation of The Times-Dispatch to tell the people through the Industrial Section what they and their county clubs and other clubs are doing to make old Virginia richer and greater.

T. W. Lewis, the agent for Prince Edward County, has a word to say about that good old county.

After having lived in several sections of Virginia, it fell to my lot to come to the good people of Prince Edward County this year as their farm demonstration agent. Here I found possibilities with few equals, and none to surpass them in this State. With practical demonstrations these possibilities are rapidly becoming results. The soil of Prince Edward County seems to be the natural mother soil of fruit, tobacco, grain, alfalfa and forage crops of all kinds, also trucks to a great extent.

There are twenty-one boys actively engaged in competing for the honors of the corn club. The interest that these boys are showing is wonderful. On one occasion I visited a boy who was coming from his acre of corn in tears. When I drove up, he said the crew was pulling his corn almost as fast as it would come up, and that he had planted it three times, in spite of this, when I told him to put tar on his corn and plant it again, he was ready to do it. His mother told me that for some days he had been spending his time crying and replanting his corn. This boy is only eleven years old, but he has a determination and purpose in this life already. He also has a good acre of corn now. On another occasion I visited two little brothers and told them their land needed vegetable matter. When I returned they had been to the woods, raked up leaves, scattered them and plowed

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GREAT PROGRESS UP IN CUMBERLAND

One of Virginia's Best
Old Counties Getting
in Front Rank.

THRIVING VILLAGES, MODERN FARMING

Grasses and Grain Making To-
bacco Take Back Seat—Numer-
ous Dairy Farms and Great
Pony Ranch—New Village
of Whiteville That Grew
in Wilderness.

BY FRANK S. WOODSON.

Whiteville, Cumberland County, Va., July 19.—At Cartersville yesterday, where I first got into this county, an inquisitive gentleman inquired as to my business, and when I replied that I had come up with a view of writing for The Times-Dispatch something about Cumberland County, he informed me that I would "find precious little material to operate on." That simply shows that the inquisitive gentleman knows very little about his own county. I have found a good deal of material "to operate on," more, indeed, than I can use in one letter.

Cumberland is a long, narrow county extending from the James River on the north to the Appomattox on the south, thirty miles in length and not over ten in width at the widest point, is one of the older subdivisions of the State, having been sliced off from the Gooseland in the year 1748. With the James on the north border and the Appomattox on the south end, Willis River running nearly the entire length and innumerable creeks and smaller streams, making into the larger body of water, the county is well watered and one of the best in the State. The land, being all good and productive, Cumberland is pre-eminently an agricultural county, and there is perhaps no better in the State. All the grains, grasses and fruits, when properly looked after, grow here to perfection, and, as is well known, the county has been famous from time immemorial for its rich, dark tobacco. In fact, tobacco was for many years and still quite recently the farmers' mainstay, but in these latter days of progressive and scientific farming, they are learning that there are other money crops and hay and corn and wheat and stock and dairy farms are beginning to bring to Cumberland more ready cash than tobacco, and if the present complaint about the foreign buyers holding a monopoly and actually naming the prices to be paid for the dark shipping tobaccos before they are cured in the barn, continues much longer, no one need be surprised to see the tillers of the soil in Cumberland abandon tobacco almost altogether and spend nearly all of their energy on grasses, the grains and hogs, sheep, cattle and poultry. I am sure, however, that the county is not told by a man who knows every foot of ground in the county and all the people thereon that a wonderful change has been going on for the past few years, that the production of corn, wheat, crimson clover and other grasses, peas, etc., has been increasing each year by leaps and bounds.

This is especially true of corn, oats and wheat, and this year the wheat and oat crops have been larger than ever known in the history of the county, and there is every indication that this will be true also of corn, which that crop is gathered. As a matter of fact, more attention is being given to corn than to other grains. Hay is becoming a great factor. Thus far crimson clover and alfalfa have held the lead, but the people are coming to alfalfa. Many farmers are trying it out under demonstration methods and all are succeeding. Dr. Nash P. Sneed, who, with the assistance of his wife, runs a pony ranch near Cartersville, and the village of Whiteville, who conducts a dairy farm and cattle and sheep ranch not far from the courthouse, have succeeded finely with alfalfa. Yesterday I saw Dr. Sneed's mowers taking down as fine alfalfa as I have yet seen in any part of the State. His three or four cuttings this season will pan out not less than six tons to the acre, I am sure.

New Village of Whiteville.

There is no incorporated town in the county. The big markets of Richmond, Petersburg, Lynchburg and Farmville are so convenient the county does not need a big town, and the people are so much devoted to the rural life they do not want one. The village of Cumberland, or as the old people insist upon calling it, the "courthouse," and the village of Cartersville, Catra, Flanagan's Mills, Ashby and this new village of Whiteville, from which I am writing, form as much on the town order as the people seem to care for.

Cartersville is the James River, just opposite Pemberton Station, on the James River division of the Chesapeake and Ohio Railway, the shipping point for the north end of the county. The village has about 200 population, several stores, a bank, a high school nearby and numerous churches.

Whiteville, the new village is the child of one of the busiest men in this or any other county, Charles R. Sanderson. I have often heard of "double barreled" hustlers, and Mary Twain tells of a fellow out West who had so many irons of an industrial character in the fire he was dubbed a "Colt's Revolver" hustler, but this man Sanderson beats that. He is the circuit court clerk, a real estate buyer and seller, a contractor, a house builder, a saw mill and planing mill king, an extensive lumber dealer, the president and general manager of a rural telephone company that has wires in a half a dozen or more counties, a country merchant, a bank director, a Sunday school superintendent who "monkeys with all the churches," and above all, an expert and up-to-date scientific farmer.

Mr. Sanderson owned until two years ago the village of Ashby, and there conducted a store and a saw mill, a big saw mill business and numerous other things. He sold out at Ashby to a wide awake newcomer to the county, and came up here to clear up the forest and start a new village.

To-day Whiteville has one of the largest stores in the county operated

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